Beyond Grant Funding: How to Sustain, Grow, and Endure

Moving in the Right Direction...



The Three Step Plan



Playing With the Big Kids

Making Friends

Getting Seen

Getting Seen

- Look Sharp
 - If no one knows who you are, no one cares!
 - Find something that stands out in its uniformity



Getting Out There...

- Get where?
 - Parades
 - Festivals
 - Health Fairs
 - Schools
 - Events
 - Guest Speakers





WHATEVER YOU DO, GET SEEN!

Make New Friends

- Like who?
 - Other Volunteer Organizations
 - Example: Retired Senior Volunteer Program
 - Look for the unexpected...
 - Example: Tanger Outlet Malls



Example: John Davis, State Farm Agent



But Keep the Old

- Emergency Management Agency
- EMS
- Health Departments
- Volunteer Emergency Organizations
- CERT



The Little Pot Approach

Kim-fucius says...

We have all been looking for the BIG pot of gold to sustain us but it's time to look for a bunch of coins to fill our little pot instead!



Play with the Big(ger) Kids

- Corporate Sponsorship-Lite
 - Don't have them sponsor your MRC...have them sponsor your event
 - Don't focus only on big companies- remember small businesses
 - Give them something in return









Questions?

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